CATALOGUE

AND

Price List

OF

THE AUBURN COPYING CO.'S

CELEBRATED

BERLIN PHOTOGRAPHS, INDIA INK, WATER COLORED, AND OIL PORTRAITS.

AND

PHOTOGRAPH FRAMES.

FOR AGENTS.

C. S. HUTCHINS, Manager.

85 & 87 Genesee-St., Auburn, N. Y.

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#27 1135-

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BERLIN PHOTOGRAPHS, INDIA INK, WATER COLORED, OIL AND CRAYON PORTRAITS.

AND

PHOTOGRAPH FRAMES.

FOR AGENTS.

THE AUBURN COPYING CO.

C. S. HUTCHINS, Manager.

85 Genesee Street,

AUBURN, N. Y.

READ THIS.

Extracts from letters recently received. These recommendations were entirely unsolicited. Mr. H. M. Adams, of Weybridge, Vt., says, under date of December 6th, 1876.

WEYBRIDGE, VT., Dec. 6th, 1876.

THE AUBURN COPYING CO.:

Dear Sirs:—I enclose one picture which I wish to have changed according to directions on the back of the picture, all others gave perfect and entire satisfaction, both to customers and agent, in fact were the most perfect lot I have ever seen. Please do the work as soon as convenient, and return by mail to Middlebury, Vt.

Very Truly,

H. M. ADAMS.

A. R. Miller of Titusville, Pa. under date of Nov. 30th, 1876. says: your Ink picturers gave entire satisfaction, and also the photos, a part of which were far superior to the highest anticipations.

Mr. A. B. Adams of Bangor, Maine, under date of Dec. 4th, 1876. says: I received samples Saturday morning. They are the most beautiful that I ever saw, and are universally praised by every one who sees them. All say, that if you do your work as good as the samples, your success is unbounded. I am satisfied.

The same Gentleman under date of Dec. 5th, 1876. says; I have compared your work with some a Lady sent to England and had Copied, and yours is far superior to hers, and hers cost $400. Quite a difference from yours at $30.

We could give extracts from hundreds of letters similar to the above, but consider these sufficient.

General Information

TO NEW AGENTS.

We receive many letters from persons inexperienced in this business, asking for "full information," &c. It is impossible and unnecessary for a new beginner to understand all the little details of the business. He will soon find these out by experience. It is sufficient that he has a good general idea of what the business is, how to operate it, and about what profits he may reasonably expect to make. We will endeavor to furnish this information in as few words as possible :

1st. The Business is making large Photographs, of the sizes and styles mentioned in this Catalogue, from all kinds of small pictures ; and in all cases the plain copies may be expected to be as good as the small pictures from which they are taken. Whenever improvements or alterations are desired in the enlarged copy, they should be ordered in India Ink or Water Colors. See description and prices in the following pages.

2d To operate in the business successfully, an Agent must provide himself with one or more samples. Some Agents prefer to take a variety of samples, and let their customers choose. Others make a specialty of one grade only, and are nearly always very successful. For those who prefer one grade only, our "Photo Calligraph Picture" (see page 8) offers great inducements, especially to new Agents. They are always nice and sure to please, and are very cheap. Any inexperienced Agent can go right ahead and take orders for them. Either size can be chosen, and one good sample is all that will be needed ; or if you wish to show different subjects, two or more samples may be used. See pages 14 and 15.

3d. An Agent's profits will of course depend on the number of orders he takes. From two to six orders for copies with frames per day, is a fair average. Some have taken as many as twenty or thirty ; but this is not to be expected.

We are always willing to answer an Agent's questions concerning the business, and whenever he desires light on any point, a postal card to us will very soon bring the desired information.

TO AGENTS.

We respectfully request your careful consideration of our new Catalogue and Price List, which we herewith present. Having been engaged in the Copying business a long time, and our business, which at first was confined to a small territory, having since extended to all the principal States in the Union, being now the most extensive of its kind in the world, we flatter ourselves that after our long experience, we understand, and are able to furnish what Agents want to supply their customers with—first-class work at very reasonable prices, and at such terms as shall be advantageous to the Agent.

Our facilities are such that we are able, at short notice, to fill orders for any class, style or size of Pictures, from card Photographs, to Life Size Oils.

We have determined to furnish Agents, the coming year, with a quality of work, and at such prices, as shall insure us the patronage of shrewd, wide awake, business Agents, all over the country. We therefore challenge any similar establishment in the world to compete with us in the following respects:

1st. The Quality of our Work. 2nd. The Variety. 3rd. The price. 4th. The promptness with which we fill and ship Orders, which is of as much importance to an Agent as the Price.

From the rapidly increasing demand for our celebrated INDIA INK and WATER COLORED PORTRAITS, we are led to believe that they are the most profitable for Agents to handle. Territory previously thoroughly worked for Plain Copies is good for this class of work, and but little opposition is met. The neat and attractive manner in which they are finished, together with their very low price, are inducements which the people readily see and appreciate.

WHAT WE CLAIM.

That our long experience in the business and the ample facilities at our command, enable us to produce with ease and certainty, faithful and accurate likenesses, finished in the most pleasing and artistic manner.

That our prices are lower than those of many establishments whose work is far inferior.

That our Artists are selected with great care, from among the best in the country.

That we pay higher prices for the services of our Artists, Operators and Printers, than any other in the business.

That we now furnish more Agents in all parts of the country, than any other Copying House.

That our business is the most extensive and embraces a greater variety of work than any other of the kind.

That the quality of work we make, cannot possibly be made for any less money.

FINE

BERLIN PHOTOGRAPHS,

Otherwise known as "German Finish," are the finest style of Photographs that can be made without the expense of India Ink or Water Color.

The negatives are carefully retouched by skillful Artists, (without extra charge as usual,) and bad or defaced backgrounds replaced by white or tinted ones.

They cost a little more than ordinary Plain Copies but are so much better that we make only this style.

PRICES.

Card Size, per Dozen	$3 50
" " per ½ Dozen	2 00
8x10, First Copies, each	2 00
" Dup. " "	1 00
10x12, First Copies, each	2 50
" Dup. " "	1 25
11x14, First Copies, each	3 00
" Dup. " "	1 50

OUR NEW

PHOTO-CALLIGRAPH PORTRAIT.

Hereafter, we have decided to make a class of work that their seems to be a large demand for, although we shall be obliged to content ourselves with very small profits on them.

They will be finished with India Ink and Water Colors, in a neat and tasty manner, and can be sold at very low rates, thereby meeting the wants of those who desire their pictures colored and improved, and still cannot afford the more expensive grades.

In this class of work, we cannot make many changes or alterations, and the small pictures must be good; but when these conditions are complied with, we can produce perfectly satisfactory pictures at the following low prices.

We make only two sizes of this style of Portrait.

8x10, price.....$3 50
10x12 " 4 00

India Ink & Water Colors.

In this branch of our business, we take especial pride. We have secured our Artists from all parts of the country, with reference to merit only. In some of the larger cities of the west, the demand for our Ink Portraits is immense, owing entirely to their reputation, founded upon real merit. We take pleasure in refering you to the extracts on a former page, from letters recently received from Agents in different parts of the country.

We make different prices to suit the needs of different pictures, or the ability to pay, on the part of the customer.

We warrant these Portraits to give satisfaction, and if we fail, will replace without charge. Whenever a picture fails upon the first trial, and the defects are pointed out, the second attempt will be made without extra cost, and will usually be successful.

PRICES.

8x10	No.	1,	Extra	Fine	Finish,	each....	$ 6 00
8x10	"	2,	"	"	"	"	8 00
8x10	"	3,	"	"	"	"	10 00
10x12	"	1,	"	"	"	"	8 00
10x12	"	2,	"	"	"	"	10 00
10x12	"	3,	"	"	"	"	12 00
11x14	"	3,	"	"	"	"	15 00
14x17	"	3,	"	"	"	"	20 00
16x20	"	3,	"	"	"	"	26 00
20x24	"	3,	"	"	"	"	36 00

OIL PORTRAITS.

The demand for fine Oil Paintings having become so extensive, we have lately effected an engagement with a well known New York Artist, who now devotes his entire time to our work. We have no hesitation whatever in recommending his work as fully equal to that of the best Artists, and we will in all cases warrant entire satisfaction.

The prices we quote are extremely favorable for Agents, as the Paintings command a ready sale at these rates.

PRICES.

11x14	$25 00
14x17	35 00
16x20	50 00
18x22	60 00
20x24	70 00
25x30	80 00

WHAT AN OLD AGENT SAYS.

Below we give an extract from one of the many flattering letters received from Agents who are taking orders for Oil work. This testimonial from Mr. Van Schaick was entirely unsolicited on our part.

CLAYTON, N. Y., July 7th, 1876.

THE AUBURN COPYING CO.:

Dear Sirs:—There was some delay about the Express bill of the Oil Portrait, so that I was not able to get it until this morning, but it is a *splendid* picture and gave perfect satisfaction. No Artist in the country could have painted a better Portrait of Capt. Mc Kee, if he had known him all his life.

Yours Truly, A. VAN SCHAICK.

FERREOTYPES.

For a cheap class of work, this is a very satisfactory kind of a picture. They are usually smoother than photographs.

We tint the faces a natural flesh color, gild jewelry and color the eyes when requested.

On each picture we put a fine, double embossed mat.

Agents should bear in mind that we cannot make changes in this class of work, and that only good pictures are suitable for copying in this way. We make only one size, viz :

8x10, price $2.00 each.

These pictures are on metal plates, and are similar to those shown as Chromotypes, Photo-Chromes, Silver-Types, &c. We prefer to call them by their proper name, and sell them at a reasonable price.

They are just as good as though we gave them a high sounding name, and charged double price for them.

FRAMES.

For the accommodation of Agents who want their Pictures framed ready to deliver, we keep a stock of Square and Oval Frames, such as we consider the most desirable in quality and price.

We buy in large quantities, and sell to Agents at a small advance.

All Frames are fitted with first quality French glass, and good, sound backs, at the prices given. We do not deal in sizes larger than 16×20, as it is impossible to describe the large, expensive frames satisfactorily.

PRICES.

No. 107,	8×10,	Oval, Im. Walnut and Gilt,	$ 50
No. 50,	8×10,	" Solid " " "	90
No. 8,	8×10,	Sq. " " " "	90
No. 8,	10×12,	" " " " "	1 00
No. 54,	8×10,	" "Crvd." " "	1 00
No. 54,	10×12,	" " " " " "	1 10
No. 166,	11×14,	" Elegant Walnut and Gold,	2 00
No. 166,	14×17,	" " " " "	2 50
No. 168,	16×20,	" "Heavy" " "	4 50

No discount from the above prices for frames.

We catalogue our frames at the very lowest cash rates, at which they can be afforded, and allow Agents to sell them as they think best.

Agents can often secure an order by furnishing a frame at a low price, where they otherwise could not.

☞In ordering Frames, please give the *numbers* and *sizes*.

TERMS TO AGENTS.

We ship all goods by Express, C. O. D., unless the amount is small and you prefer to send the money and have them come by mail and save Express charges.

Goods may be examined at Express office before paying C. O. D. bill, if desired.

We will divide each shipment into as many packages as you wish, and collect on each package for amount contained.

Whenever we divide the goods into two or more packages, or whenever the whole amount is less than $10, we add charges for returning the money; in all other cases we will pay return charges.

SAMPLES.

The importance of a good Sample outfit cannot be over estimated. Samples of good work will take more orders than any amount of talking, and it is poor economy to try to get along without them.

A few dollars invested in Samples, puts you in a condition to make double the money that you could with a poor outfit.

We have on hand a large number of negatives of subjects that are particularly suitable for Samples—pictures that are sure to attract attention. From these negatives, we will make Samples of any size or grade of work, at *one-fourth* the printed prices. We are willing to share this much of the expense for the sake of getting good Samples into the hands of Agents.

We furnish all blanks and printed matter free. If you choose to make a specialty of any one size, we can furnish you a frame, fitted with a hinge-back, that will hold a number of pictures, each of which can be shown in turn in the frame.

At least one-quarter of the price of Samples must accompany the order—balance C. O. D. If the full amount is sent, the samples will be sent by mail, post paid.

For the benefit of Agents who wish to canvass for a general assortment of work, we get up a *splendid* canvassing outfit, as folllows :

1 10x12	Hinge Back Frame, to show samples, Retail Price.....	$2 00
1 10x12	Berlin Photograph, Price.....	2 50
1 10x12	No. 1 India Ink, "	8 00
1 10x12	No. 1 Water Color, "	8 00
1 8x10	Photo-Calligraph, "	3 50
1 8x10	Oval, Im. B. W. and Gilt Frame, for the Photo-Calligraph, Price	1 00
1	Magnifying Glass "	1 50
		$26 50

And small pictures from which the large ones were made, private instructions, blanks, &c., &c.

We furnish the above Outfit complete to Agents for the small sum of $6 50 net. We make this unparalled offer, to induce Agents to not attempt to canvass without a nice set of samples, knowing that this small investment will richly repay them.

AGENTS.

It will pay you to procure a good MAGNIFYING GLASS to use in canvassing, so that you can show your customers how much it improves the pictures to enlarge them.

We can send you a splendid one for ONE DOLLAR and FIFTY CENTS, and it will more than pay for itself every day.

Our only object in advising you to get one, is because we know how much difference it will make in the number of your orders.

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